

STATE OF MISSISSIPPI Insurance Examination Content Outline

Effective Date: November 1, 2009

PROPERTY

Content Outline

I.	TYPES	OF POLICIES

- A. Personal Lines
 - 1. Dwelling and Contents (DP forms)
 - a. Basic, Broad and Special
 - b. Coverage A-E and Other
 - c. Endorsements
 - 2. Homeowners
- (HO forms)
- a. HO-2, 3, 4, 5, 6, 8
- b. Coverage A-F and Additional
- c. Endorsements
- 3. Mobile Homes
- 4. Personal Watercraft Coverage
- 5. Automobile
 - a. Financial Responsibility laws
 - b. Personal Automobile Policy
 - a. Part C-F
 - b. Endorsements
 - c. Mississippi Automobile Insurance Assigned Risk Plan
- B. Commercial Lines
 - 1. Commercial Property
 - Commercial building and personal property form
 - b. Causes of loss forms
 - c. Business income
 - d. Builders Risk
 - e. Condominium
 - f. Difference in conditions
 - g. Extra expense
 - 2. Commercial Package Policy
 - 3. Equipment Breakdown Coverage
 - 4. Business-owners Policy (BOP)
 - 5. Farm Insurance
 - 6. Terrorism Risk Insurance Act
 - 7. Automobile
 - a. Business Auto Coverage Form
 - b. Garage Coverage Form
 - c. Truckers Coverage
 - d. Endorsements
- C. Ocean and Inland Marine
 - 1. Personal floaters
 - 2. Commercial floaters
 - 3. Nationwide Definition
- D. Others
 - 1. Flood

- a. National Flood Insurance Plan
- b. Write your own program
- 2. Earthquake
- 3. Crime Insurance and Bonds
- II. INSURANCE TERMS AND RELATED CONCEPTS
 - A. Insurance
 - B. Law of Large Numbers
 - C. Insurable Interest
 - D. Risk
 - E. Hazard
 - F. Peril
 - G. Direct and Indirect Loss
 - H. Proximate Cause
 - I. Deductible
 - J. Indemnity
 - K. Actual Cash Value
 - L. Replacement Cost
 - M. Limits of Liability
 - N. Coinsurance/Insurance to Value
 - O. Accident
 - P. Occurrence
 - Q. Cancellation
 - R. Nonrenewal
 - S. Liability
 - T. Negligence
 - U. Reinsurance
 - V. Personal Lines
 - W. Commercial Lines
 - X. Surplus Lines
 - Y. Proximate Cause
 - Z. Burglary
 - AA. Robbery
 - BB. Theft
 - CC. Stock and Mutual Insurance Companies
 - DD. Lloyds insurers
 - EE. Rating Services and Organizations
 - FF. Pair and Set Clause
- III. POLICY PROVISIONS AND CONTRACT LAW
 - A. Declarations
 - B. Insuring Agreement
 - C. Conditions
 - D. Exclusions

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- J. Proof of Loss
- K. Notice of Claim
- L. Appraisal
- M. Other Insurance Provision
- N. Assignment
- O. Subrogation
- P. Elements of a contract
- Q. Warranties, Representations, Concealment
- R. Binders
- S. Source of Insurability information
- T. Fair Credit Reporting Act

IV. MISSISSIPPI PROPERTY INSURANCE LAWS

- A. Commissioner of Insurance
 - 1. Broad Powers
 - 2. Examination of Records
 - 3. Notice of Hearing
 - 4. Rates and Forms
 - 5. Penalties
 - 6. Unlicensed Activities
 - 7. National Association of Insurance Commissioners (NAIC)
- B. Terms and Concepts
 - 1. Insurance
 - 2. Insurer
 - 3. Insurance transaction
 - 4. Admitted and Non-admitted insurers
 - 5. Domestic, Foreign and Alien Insurers
 - 6. Mississippi Insurance Guaranty Association
 - Risk Retention and Risk Purchasing Groups
 - 8. Mississippi State Rating Bureau
 - Mississippi Rural Risk Underwriting Association
 - 10. Mississippi Windstorm Underwriting Association
 - 11. Valued Policy
- C. Licensing
 - 1. Persons required to be licensed
 - a. Insurance Producers
 - b. Insurance Adjusters
 - c. Limited Lines Insurance Producers
 - d. Limited Lines Credit Insurance Producers
 - e. Resident and Non-Residents
 - f. Exemptions
 - g. Surplus Lines Insurance Producers
 - 2. Pre-licensing Education Requirement
 - 3. Appointments/Termination of Appointments
 - 4. Penalties for noncompliance
 - a. Refusal/nonrenewal
 - b. Suspension / revocation
 - c. Administrative Fines

- d. Restitution
- 5. Maintenance and duration of license
 - a. Renewal
 - b. Continuing Education
 - c. Notify Commissioner of Change in Address
 - d. Report Administrative or Criminal Action
- D. Marketing Practices
 - 1. Protection of public interest
 - 2. Unfair Practices
 - Unfair claims methods and trade practices
 - b. Producer's Compensation Disclosure
 - Rebating/illegal dealing in premiums
 - d. Illegal inducements
 - e. Twisting
 - f. Misrepresentation
 - g. Credit Scoring-Adverse Action
 - h. Discrimination
 - . Failure to issue proper receipts
 - j. Penalties
 - k. Advertising
 - 3. Producer responsibilities
 - a. Policy deliveries
 - b. Premium Accountability
 - c. Separate Account Requirement
 - d. Reply to the Insurance Commissioner
 - e. Burden of determining authorization
 - 4. Compensation
 - a. Payment of Commissions
 - b. Duly licensed producer
 - c. Charges for extra services (prior approval)
 - d. Referral fee
 - e. Controlled business
- E. Cancellation/Nonrenewal
 - 1. Property policies
 - a. Personal Lines
 - a. Homeowners
 - b. Automobile
 - b. Commercial Lines
 - 2. Proof of Notice
- F. Applications and Binders
 - 1. Binding coverage

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CASUALTY Content Outline

- I. TYPES OF POLICIES, BONDS, AND RELATED TERMS
 - A. Commercial General Liability
 - 1. Basic Hazards
 - a. Premises and Operations
 - b. Products and Completed Operations
 - c. Independent Contractors
 - d. Insured Contracts
 - 2. Commercial General Liability Coverage

Forms

- Coverage A: Bodily Injury and Property Damage Liability
 - 1. Occurrence
 - 2. Claims Made
 - i. Extended Reporting Periods
 - ii. Retroactive Date
- b. Coverage B: Personal Injury and Advertising Injury
- c. Coverage C: Medical Payments
- d. Supplemental Payments
- e. Who is an insured
- f. Limits
- g. Conditions (ISO's common policy conditions)
- h. Definitions
- 3. Other GL Coverage's
 - a. Contractual Liability
 - b. Excess and Umbrella Liability
 - c. Personal Injury
 - d. Professional Liability
 - e. Errors and Omissions
 - f. Directors and Officers
 - g. Fiduciary Liability
 - h. Liquor liability/Dram Shop
 - i. Employment Practices
 - j. Underground Storage
 - k. Medical Payments
- B. Automotive: Personal Auto and Business Auto
 - 1. Liability
 - 2. Medical Payments
 - 3. Physical Damage (collision and other than collision/comprehensive)
 - 4. Uninsured motorists
 - 5. Underinsured motorist
 - 6. Who is an insured
 - 7. Types of Auto
 - a. Owned
 - b. Non-owned
 - c. Hired
 - d. Temporary Substitute

- 8. Garage Coverage Form, including Garagekeepers Insurance
- C. Workers Compensation insurance, Employers Liability insurance, and related issues
 - 1. Standard policy concepts
 - 2. Work-related vs. non work-related
 - 3. Other states insurance
 - 4. Waiting Period
 - 5. Five or more workers
- D. Crime
 - 1. Employee theft
 - 2. Inside the premises- theft of money and securities
 - 3. Inside the premises- robbery or safe burglary of other property
- E. Surety Bonding
 - 1. Definitions
 - a. Oblige
 - b. Principal
 - c. Surety
- II. INSURANCE TERMS AND RELATED CONCEPTS
 - A. Risk
 - B. Hazard
 - C. Indemnity
 - D. Law of Large Numbers
 - E. Insurance Interest
 - F. Actual Cash Value
 - G. Negligence
 - H. Liability
 - I. Accident
 - J. Occurrence
 - K. Burglary
 - L. Robbery
 - M. Theft
 - N. Mysterious disappearance
 - O. Binders
 - P. Warranties
 - O. Representations
 - R. Concealment
 - S. Bodily injury liability
 - T. Property damage liability
 - U. Personal injury liability
 - V. Limits of liability
 - W. Deductibles
 - X. Insured contract
 - Y. Deposit Premium/Audit
 - Z. Certificate of Insurance
- III. POLICY PROVISIONS
 - A. Declarations
 - B. Insuring Agreement
 - C. Conditions
 - D. Exclusions and Limitations

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- E. Definition of the Insured
- F. Duties of the insured after a loss
- G. Cancellation and nonrenewal provisions
- H. Additional (supplementary) provisions
- I. Proof of Loss
- J. Notice of Claim
- K. Arbitration
- L. Other Insurance
- M. Subrogation
- N. Compliance with the provisions of FCRA
- O. Claims made policy form
- P. Salvage
- Q. Loss settlement provisions including consent to settle a loss

IV. MISSISSIPPI CASUALTY INSURANCE LAWS

- A. Commissioner
 - 1. Broad Powers
 - 2. Examination of records
 - 3. Notice of Hearing
 - 4. Rates and forms
 - 5. Penalties
 - 6. Unlicensed activities
 - 7. National Association of Insurance Commissioners (NAIC)
- B. Terms and Concepts
 - 1. Insurance
 - 2. Insurer
 - 3. Insurance transaction
 - 4. Admitted and Non-admitted Insurers
 - 5. Domestic, Foreign and Alien Insurers
 - 6. Mississippi Insurance Guaranty
 - Association
 - 7. Risk Retention and Risk Purchasing Groups
 - 8. Mississippi State Rating Bureau
 - Mississippi Rural Risk Underwriting Association
 - Mississippi Automobile Insurance Assigned Risk Plan
- C. Licensing
 - 1. Persons required to be licensed
 - a. Insurance Producer
 - b. Insurance Adjuster
 - c. Limited Lines Insurance Producer
 - d. Limited Lines Credit Insurance Producer
 - e. Resident and Non-Resident
 - f. Exemptions
 - g. Surplus Lines Insurance Producers
 - 2. Pre-licensing Education Requirement
 - 3. Appointments/Termination of Appointments
 - 4. Penalties for noncompliance
 - a. Refusal/nonrenewal

- b. Suspension / revocation
- c. Administrative Fines
- d. Restitution
- 5. Maintenance and duration of license
 - a. Renewal
 - b. Continuing Education
 - c. Notify Commissioner of Change in Address
 - d. Report Administrative or Criminal Action
- D. Marketing Practices
 - 1. Protection of Public Interest
 - 2. Unfair Practices
 - Unfair claims methods and trade practices
 - Producer's Compensation Disclosure
 - c. Rebating/Illegal dealing in premiums
 - d. Credit Scoring-adverse action
 - e. Illegal inducements
 - f. Twisting
 - g. Misrepresentation
 - h. Defamation of insurer
 - i. Discrimination
 - j. Failure to issue proper receipts
 - k. Penalties
 - 1. Advertising
 - 3. Producer responsibilities
 - a. Policy deliveries
 - b. Premium Accountability
 - c. Reply to the Insurance Commissioner
 - 4. Compensation
 - a. Payment of Commissions
 - b. Duly licensed producer
 - c. Charges for extra services (prior approval)
 - d. Referral fee
 - e. Controlled business
- E. Cancellation/Nonrenewal
 - 1. Proof of Notice
- F. Applications and Binders
 - 1. Binding coverage

PERSONAL LINES

Content Outline

- I. Types of Policies
 - a. Personal Lines
 - i. Dwelling and Contents (DP forms)
 - 1. Basic, Broad and Special
 - 2. Coverage A-E and Other
 - 3. Endorsements
 - ii. Homeowners

(HO forms)

- 1. HO-2, 3, 4, 5, 6, 8
- 2. Coverage A-F and Additional
- 3. Endorsements
- iii. Mobile Homes
- iv. Personal Watercraft Coverage
- v. Automobile
 - 1. Financial Responsibility laws
 - 2. Personal Automobile Policy
 - a. Part C-F
 - b. Endorsements
 - 3. Mississippi Automobile Insurance Assigned Risk Plan
 - 4. Liability
 - 5. Medical Payments
 - 6. Physical Damage (collision and other than collision/comprehensive)
 - 7. Uninsured motorists
 - 8. Underinsured motorist
 - 9. Who is an insured
 - 10. Types of Auto
 - a. Owned
 - b. Non-owned
 - c. Hired
 - d. Temporary Substitute
- vi. Flood
 - 1. National Flood Insurance Plan
 - 2. Write your own program
- vii. Earthquake
- viii. Crime Insurance and Bonds
- II. INSURANCE TERMS AND RELATED CONCEPTS
 - A. Insurance
 - B. Law of Large Numbers
 - C. Insurable Interest
 - D. Risk
 - E. Hazard
 - F. Peril
 - G. Direct and Indirect Loss
 - H. Proximate Cause
 - I. Deductible
 - J. Indemnity
 - K. Actual Cash Value
 - L. Replacement Cost
 - M. Limits of Liability
 - N. Coinsurance/Insurance to Value
 - O. Accident

- P. Occurrence
- Q. Liability
- R. Negligence
- S. Burglary
- T. Robbery
- U. Theft
- V. Mysterious Disappearance
- W. Bodily injury liability
- X. Property Damage Liability
- Y. Personal injury liability
- Z. Limits of Liability
- AA. Premium
- BB. Reinsurance
- CC. Personal Lines
- DD. Surplus Lines
- EE. Proximate Cause
- FF. Stock and Mutual Insurance Companies
- GG.Lloyds insurers
- HH. Rating Services and Organizations
- II. Pair and Set Clause

III. POLICY PROVISIONS AND CONTRACT LAW

- A. Declarations
- B. Insuring Agreement
- C. Conditions
- D. Exclusions
- E. Blanket vs. Specific Coverage
- F. Definition of the insured
- G. Duties of the insured
- H. Obligations of the Insurer
- I. Mortgagee Rights
- J. Proof of Loss
- K. Notice of Claim
- L. Appraisal
- M. Other Insurance Provision
- N. Assignment
- O. Subrogation
- P. Elements of a contract
- Q. Warranties, Representations, Concealment
- R. Binders
- S. Source of Insurability information
- T. Fair Credit Reporting Act
- U. Arbitration
- V. Salvage
- W. Loss Settlement Provisions
- IV. MISSISSIPPI PERSONAL LINES INSURANCE LAWS
 - A. Commissioner of Insurance
 - i. Broad Powers
 - ii. Examination of Records
 - iii. Notice of Hearing
 - iv. Rates and Forms
 - v. Penalties
 - vi. Unlicensed Activities

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- vii. National Association of Insurance Commissioners (NAIC)
- B. Terms and Concepts
 - i. Insurance
 - ii. Insurer
 - iii. Insurance transaction
 - iv. Admitted and Non-admitted insurers
 - v. Domestic, Foreign and Alien Insurers
 - vi. Mississippi Insurance Guaranty Association
 - vii. Risk Retention and Risk Purchasing Groups
 - viii. Mississippi State Rating Bureau
 - ix. Mississippi Rural Risk Underwriting Association
 - x. Mississippi Windstorm Underwriting Association
 - xi. Valued Policy
- C. Licensing
 - i. Persons required to be licensed
 - 1. Insurance Producers
 - 2. Insurance Adjusters
 - 3. Limited Lines Insurance Producers
 - 4. Limited Lines Credit Insurance Producers
 - 5. Resident and Non-Residents
 - 6. Exemptions
 - 7. Surplus Lines Insurance Producers
 - ii. Pre-licensing Education Requirement
 - iii. Appointments/Termination of Appointments
 - iv. Penalties for noncompliance
 - 1. Refusal/nonrenewal
 - 2. Suspension / revocation
 - 3. Administrative Fines
 - 4. Restitution
 - v. Maintenance and duration of license
 - Renewal
 - 2. Continuing Education
 - 3. Notify Commissioner of Change in Address
 - 4. Report Administrative or Criminal Action
- D. Marketing Practices
 - i. Protection of public interest
 - ii. Unfair Practices
 - Unfair claims methods and trade practices
 - 2. Producer's Compensation Disclosure

- 3. Rebating/illegal dealing in premiums
- 4. Illegal inducements
- 5. Twisting
- 6. Misrepresentation
- 7. Credit Scoring-Adverse Action
- 8. Discrimination
- 9. Failure to issue proper receipts
- 10. Penalties
- 11. Advertising
- iii. Producer responsibilities
 - 1. Policy deliveries
 - 2. Premium Accountability
 - 3. Reply to the Insurance Commissioner
- iv. Compensation
 - 1. Payment of Commissions
 - 2. Duly licensed producer
 - 3. Charges for extra services (prior approval)
 - Referral fee
 - 5. Controlled business
- E. Cancellation/Nonrenewal
 - i. Property policies
 - 1. Personal Lines
 - a. Homeowners
 - b. Automobile
 - ii. Proof of Notice
- F. Applications and Binders
 - i. Binding coverage

LIFE

Content Outline

- I. TYPES OF POLICIES
 - A. Traditional Whole Life Policies
 - 1. Ordinary Life
 - 2. Limited-pay and single-premium Life
 - 3. Adjustable Life
 - B. Interest-sensitive Life products
 - 1. Universal Life
 - 2. Variable Whole Life
 - 3. Variable Universal Life
 - 4. Interest-sensitive Whole Life
 - C. Term Life
 - 1. Level, decreasing, and increasing term
 - 2. Special features
 - a. Renewable
 - b. Convertible
 - D. Annuities
 - 1. Single, level, and flexible premium
 - 2. Immediate and deferred
 - 3. Fixed and Variable
 - 4. Equity Index
 - E. Combination plans and variations
 - 1. Joint Life
 - 2. Survivorship Life
- II. POLICY RIDES, PROVISIONS, OPTIONS, AND EXCLUSIONS
 - A. Policy riders
 - 1. Waiver of premium and waiver of premium with disability income
 - 2. Guaranteed insurability
 - 3. Payor benefit
 - Accidental death and/or accidental death and dismemberment
 - 5. Term riders
 - 6. Other insureds
 - 7. Cost of Living
 - B. Policy provisions and options
 - 1. Entire Contract
 - 2. Insuring Clause
 - 3. Free Look
 - 4. Consideration
 - 5. Owner's rights
 - 6. Beneficiary designations
 - a. Primary and contingent
 - b. Revocable and Irrevocable
 - c. Changes
 - d. Common Disaster
 - e. Minor beneficiaries
 - 7. Premium Payment
 - a. Modes
 - b. Grace Period
 - c. Automatic premium loan
 - d. Level or flexible
 - 8. Reinstatement

- 9. Policy loans, withdrawals, partial surrenders
- 10. Non-forfeiture options
- 11. Dividends and Dividend options
- 12. Incontestability
- 13. Assignments
- 14. Suicide
- 15. Misstatement of Age and Gender
- 16. Settlement Options
- 17. Free look period
- C. Policy exclusions
- III. COMPLETING THE APPLICATION, UNDERWRITING AND DELIVERING THE POLICY
 - A. Completing the Application
 - 1. Required signatures
 - 2. Changes in the application
 - 3. Consequences of incomplete applications
 - 4. Warranties and representations
 - 5. Collecting the initial premium and issuing the receipt
 - 6. Replacement
 - 7. Disclosures at point of sale
 - B. Underwriting
 - 1. Insurable interest
 - Medical information and consumer reports
 - 3. Fair Credit Reporting Act
 - 4. Risk classification
 - C. Delivering the policy
 - 1. When coverage begins
 - Explaining the policy and its provisions, riders, exclusions, and ratings to the client
 - D. Do not call list
- IV. TAXES, RETIREMENT, AND OTHER INSURANCE CONCEPTS
 - A. Third-party ownership
 - B. Group Life insurance
 - 1. Conversion privilege
 - 2. Contributory vs. Non-Contributory
 - C. Retirement Plans
 - 1. Tax qualified plans
 - 2. Nonqualified plans
 - D. Business insurance
 - E. Social Security benefits and taxes
 - F. Tax treatment of insurance premiums, proceeds, dividends
 - 1. Individual Life
 - 2. Group Life
 - 3. Modified Endowment Contracts
 - G. Accelerated Death Benefits- Living Benefits

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H. Endowments

V. MISSISSIPPI LIFE INSURANCE LAWS

- A. Commissioner
 - 1. Broad Powers
 - 2. Examination of Records
 - 3. Notice of Hearing
 - 4. Rates and Forms
 - 5. Penalties
 - 6. Unlicensed Activities
- B. Terms and Concepts
 - 1. Insurance
 - 2. Insurer
 - 3. Insurance transaction
 - 4. Authorized and Unauthorized Certificate of Authority
 - 5. Domestic, Foreign, and Alien
 - 6. Mississippi Life and Health Insurance Guaranty Association
 - 7. Fraternals
- C. Licensing
 - 1. Persons required to be licensed
 - a. Insurance Producer
 - b. Insurance Adjuster
 - c. Limited Lines Insurance Producer
 - d. Limited Lines Credit Insurance Producer
 - e. Resident and Non-Resident
 - f. Exemptions
 - 2. Appointments/Termination of
 - Appointments
 - 3. Penalties for noncompliance
 - a. Refusal/nonrenewal
 - b. Suspension/revocation
 - c. Fines
 - d. Restitution
 - 4. Maintenance and duration of license
 - a. Renewal
 - b. Continuing Education
 - c. Notify Commissioner of Change in Address
 - d. Report Administrative or Criminal Action
- D. Marketing Practices
 - 1. Protection of public interest
 - 2. Unfair practices
 - a. Unfair claims methods and trade practices
 - b. Producers Compensation Disclosure
 - c. Rebating/illegal dealing in premiums
 - d. Illegal inducements
 - e. Twisting
 - f. Misrepresentation
 - g. Defamation of Insurer

- h. Discrimination
- i. Failure to issue proper receipts
- j. Penalties
- k. Advertising
- 3. Producer Responsibilities
 - a. Policy delivery
 - b. Premium accountability
 - c. Reply to the Commissioner
- 4. Compensation
 - a. Receiving compensation
 - b. Charges for extra services (prior approval)
 - c. Referral Fee
 - d. Controlled business
- 5. Replacement
 - a. Purpose
 - b. Definition
 - c. Duty of Producer
- 6. Disclosure
 - a. Purpose
 - b. Definition
 - c. Duty of Producer

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ACCIDENT AND HEALTH

Content Outline

- I. TYPES OF POLICIES
 - A. Disability Income
 - 1. Individual disability income policy
 - 2. Business overhead expense policy
 - 3. Business disability buyout policy
 - 4. Group disability income policy
 - 5. Key employee/partner policies
 - B. Accidental death and dismemberment
 - C. Medical expense insurance
 - 1. Basic hospital, medical and surgical policies
 - 2. Major medical policies
 - 3. Comprehensive major medical policies
 - 4. Health Maintenance Organizations (HMO's)
 - Preferred Provider Organizations (PPO's)
 - 6. Service Organizations (Blue Plans)
 - 7. Point of Service plans (POS)
 - 8. Medical Savings Account (MSA)
 - 9. Flexible Spending Account (FSA)
 - 10. Health Reimbursement Account (HRA's)
 - 11. High Deductible Health Plan (HDHP's)
 - 12. Health Savings Accounts (HSA's)
 - 13. Consumer Driven Health Plan (CDHP's)
 - D. Medicare Supplement Policies
 - E. Group Insurance
 - 1. Group conversion
 - 2. Differences between individual and group contracts
 - 3. General concepts
 - 4. COBRA
 - 5. HIPPA
 - F. Long Term Care
 - 1. Individual LTC contracts
 - 2. Group/Voluntary LTC contracts
 - 3. Service days vs. Calendar Days
 - G. Cancer plans
 - H. Critical illness plans
 - I. Worksite plans
- II. POLICY PROVISIONS, CLAUSES, AND RIDERS
 - A. Mandatory provisions
 - 1. Entire contract
 - 2. Time limit on certain defenses (incontestable)
 - 3. Grace Period
 - 4. Reinstatement
 - 5. Notice of Claim
 - 6. Claim forms
 - 7. Proof of Loss

- 8. Time of payment of claims
 - 1. Payment of claim Restitution
 - . Restitution
 - 3. Restitution
- 9. Payment of claims
- 10. Physical examination and autopsy
- 11. Legal Actions
- 12. Change of Beneficiary
- B. Optional Provisions
 - 1. Change of occupation
 - 2. Misstatement of age
 - 3. Illegal occupation
- C. Other provisions and clauses
 - 1. Insuring Clause
 - 2. Free look period
 - 3. Consideration clause
 - 4. Probationary period
 - 5. Elimination period
 - 6. Waiver of premium
 - 7. Exclusions
 - 8. Preexisting conditions
 - 9. Recurrent disability
 - 10. Coinsurance
 - 11. Deductibles
 - 12. Eligible expenses
 - 13. Copayments
 - 14. Pre-authorizations and prior approval requirements
 - 15. Usual, reasonable and customary charges
 - 16. Lifetime, annual or per cause maximum benefit limits.
- D. Riders
 - 1. Impairment rider
 - 2. Guaranteed insurability rider
 - 3. Multiple indemnity rider
- E. Rights of renewability
 - 1. Non-cancelable
 - 2. Cancelable
 - 3. Guaranteed renewable
 - 4. Conditionally renewable
 - 5. Optionally renewable
 - 6. Period of time for renewal
- III. SOCIAL INSURANCE
 - A. Medicare
 - 1. Primary, secondary payor
 - 2. Medicare parts, A, B, C, D
 - B. Medicaid
 - C. Social Security benefits
- IV. OTHER INSURANCE CONCEPTS
 - A. Total, Partial and Residual disability

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- B. Owner's rights
- C. Dependent children benefits
- D. Primary and Contingent beneficiaries
- E. Modes of premium payments (annual, semiannual, etc.)
- F. Non-duplication and coordination of benefits
- G. Occupational vs. Non-Occupational
- H. Tax Treatment of premiums and proceeds of insurance contracts
- I. Managed Care
- J. Workers Compensation
- K. Subrogation
- L. Small Group Coverage

V. FIELD UNDERWRITING PROVISIONS

- Completing application and obtaining necessary signatures
- B. Explaining sources of insurability information
- C. Initial premium payment and receipt and consequences of the receipt
- Submitting application to the Insurer for underwriting
- E. Assuring delivery of policy and related documents to client
- F. Explaining policy and its provisions, riders, exclusions, and ratings to clients
- G. Replacement
- H. Contract Law
 - 1. Requirements of forming a contract
 - 2. Insurable Interest
 - 3. Warranties and Representation
 - 4. Unique aspects of the health contract
 - 1. Conditional
 - Unilateral
 - 3. Adhesion

VI. MISSISSIPPI ACCIDENT AND HEALTH INSURANCE LAWS

- A. Commissioner
 - 1. Broad Powers
 - 2. Examination of Records
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 - 5. Domestic, Foreign, and Alien
 - 6. Mississippi Life and Health Insurance Guaranty Association
 - 7. Fraternals
 - 8. Portability
 - 9. Maternity/Newborn Coverage

- 10. Pregnancy Complications
- 11. Mammography/Prostate Screenings
- 12. Diabetes
- 13. Hospice/Home Health Care
- 14. Prompt Pay
- 15. Utilization Review

C. Licensing

- 1. Persons required to be licensed
 - a. Insurance Producer
 - b. Insurance Adjuster
 - c. Limited Lines Insurance Producer
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- 2. Appointments/Termination of Appointments
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 - a. Unfair claims methods and trade practices
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 - c. Rebating/illegal dealing in premiums
 - d. Illegal inducements
 - e. Twisting
 - f. Misrepresentation
 - g. Defamation of Insurer
 - h. Discrimination
 - i. Failure to issue proper receipts
 - j. Penalties
 - k. Advertising
 - 3. Producer Responsibilities
 - a. Policy delivery
 - b. Premium accountability
 - c. Reply to the Commissioner
 - 4. Compensation
 - a. Receiving compensation
 - b. Charges for extra services (prior approval)
 - c. Referral Fee

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Mississippi Insurance Department
Pre-Licensing and Continuing Education
Guidelines and Provider Packet

- d. Controlled business
- 5. Replacement
 - a. Purpose
 - b. Definition
 - c. Duty of Producer
- 6. Disclosure
 - a. Purpose
 - b. Definition
 - c. Duty of Producer